June 2021 Skylark Group Monthly IR Report (Flash Figures)

Preliminary figures for the most recent month
The finalized figures will be disclosed in the report next month

Jul 2, 2021
Skylark Holdings Co., Ltd.
(Code 3197)

2021 vs. 2020

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	-35.3%	-30.8%	-8.8%	60.9%	23.1%	-12.2%							-9.0%
Same Store	Sales	-33.5%	-29.1%	-6.3%	64.6%	28.6%	-7.6%							-5.9%
	Traffic	-38.7%	-34.9%	-13.9%	54.6%	29.1%	-9.5%							-11.4%
	ATP	8.6%	8.9%	8.9%	6.5%	-0.4%	2.1%							6.2%
New Store Openings		10	7	4	6	2	1							30
Store Renovations		0	0	0	2	0	0							2
Brand Conversions		9	21	10	10	4	0							54
# of Stores	Gusto	1,327	1,336	1,333	1,335	1,335	1,333							1,333
	Bamiyan	337	340	339	339	340	340							340
	Syabu-Yo	265	268	272	275	275	274							274
	Jonathan's	242	232	227	224	223	220							220
	Yumean	181	180	174	174	174	174							174
	Steak Gusto	126	126	126	125	125	125							125
	Overseas	62	62	63	64	65	64							64
	Other	567	573	570	573	575	574							574
	Total	3,107	3,117	3,104	3,109	3,112	3,104							3,104

*Total number of stores excludes 4 stores that are temporarily closed for store renovations

2021 vs. 2019

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	-34.7%	-29.3%	-29.1%	-30.0%	-33.0%	-35.3%							-31.9%

Highlights

■ Overview

Same Store Sales (vs. 2020): -7.6%, Same Store Sales (vs. 2019): -35.3%

・ In June, approx. 2,050 stores continued to shorten business hours by following local authorities' stricter measures to prevent the spread of the COVID-19

■ Menu & Promotions

・ Yumean and Aiya's limited-time "Tohoku and Sanriku special" campaign offers exclusive ingredients and items. Highlighted 2 menu items are Yumean's "Sanriku seafood rice-bowl", and Aiya's "Premium Sendai beef steak and scallops set"
As part of campaign, customers who spent more than ¥1,100 receive a lottery ticket which can be exchanged with various kinds of gifts

・Jonathan's started offering "Hokkaido special" campaign which enables customers to enjoy various kinds of Hokkaido delicacies such as "Hokkaido lean beef steak with Kale salad", "Hokkaido lean beef steak with chicken, prawn, and vegetable", and "Premium Hokkaido melon parfait"

■ Store Development

・ New opening: 1 was FLO Prestige

■ Others

・ The Company was selected as a component for inclusion into FTSE Russell's FTSE4Good Index Series for the first time
Also, the Company was selected as a constituent of all four indices used by Japan's Government Pension Investment Fund (GPIF), as references for making ESG (environmental, social, and governance) investments into the country's corporate sector for the first time in the restaurant industry

・ The Group has begun "Children's Playground Support Fundraising" activities supported by "Playground of Hope (POH)" as part of social contribution activities. Thorough the activities, handmade playgrounds will be donated to disaster-stricken areas and orphanages. Also, Skylark employees will participate in installing playground equipment

・ The Company started the COVID-19 workplace vaccinations. Total of 1,200 employees received the first-dose vaccine by the end of June

Highlights









2020 vs. 2019

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	0.0%	1.8%	-22.2%	-57.2%	-46.6%	-29.2%	-25.2%	-25.9%	-21.0%	-11.1%	-15.7%	-23.9%	-23.4%
Same Store	Sales	-2.4%	-0.4%	-23.9%	-58.2%	-47.8%	-30.6%	-26.4%	-26.8%	-21.7%	-11.6%	-14.9%	-21.9%	-24.3%
	Traffic	-6.2%	-4.7%	-25.8%	-59.6%	-52.6%	-34.1%	-29.8%	-30.9%	-25.2%	-16.4%	-20.9%	-27.7%	-28.1%
	ATP	4.1%	4.4%	2.6%	3.5%	10.2%	5.3%	4.8%	5.9%	4.6%	5.7%	7.5%	8.0%	5.3%

New Store Openings	0	7	11	13	5	1	3	2	3	0	0	1	46
Store Renovations	0	0	10	15	0	0	0	0	0	0	0	0	25
Brand Conversions	2	6	4	4	3	5	4	0	2	1	7	15	53
# of Stores	3,251	3,252	3,261	3,272	3,269	3,261	3,239	3,222	3,217	3,201	3,131	3,119	3,119

Note

1 The data is consolidated domestic sales at restaurant level and does not include overseas sales.

2 Total sales and Customer traffic are calculated on a monthly sales basis

3 Same store for YoY sales comparison is defined as a store which has been open for 13 months or longer (includes stores which underwent brand conversion)
Customer traffic includes traffic from the delivery business*
*Customer traffic from delivery = Delivery sales / Average check

4 Same store for sales compare to 2019 is defined as a store which has been open for 25 months or longer (includes stores which underwent brand conversion)

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